

CLUB ORGANIZED IN REALTY BOARD FOR CONVENTION

Assessments to Be Used as Fund
To Pay Expenses of California Trip.

One of the most active committees of the local real estate board is the convention club committee, recently organized, to bring to the attention of real estate men the advantages gained by attending the annual conventions of the national association. These conventions, it is pointed out, have been considered a post-graduate course in real estate. Men prominent in realty circles from all sections of the country meet at these gatherings and discuss the practical problems presented in real estate work. In this way much constructive work is done in the matter of standardizing the practice of real estate. In addition, the advantage from a business standpoint, of being acquainted with men in the same line of endeavor in different parts of the country is being recognized.

In order to present some concrete and practical proposition to the members of the local board that would result in a much larger representation from Washington, the committee devised a unique plan of financing the expenses of the delegation. A definite calculation of gross traveling expenses was determined and the members of this club have agreed to pay into a common fund monthly installments so that at convention time the total expense money will have been saved. These funds as received are being invested in first mortgage notes and the interest return on the investment will be used by the delegation to defray extra expenses, such as badges, advertising paraphernalia, etc., and the surplus will be returned to the members in the shape of a cash dividend.

The next convention, which is expected to be held in June, will assemble in San Francisco. The financial arrangement made by this club permits its members to make the trip at a minimum of expense. By reason of this club arrangement a considerable saving is made over the ordinary expenses of a trip to California.

The committee in charge of this matter met last Wednesday and outlined a plan of action somewhat similar to a membership drive with the hope that a delegation of at least one hundred will represent Washington in San Francisco. The plan is that each member of the committee will make personal visits to every office connected with the board and outline the advantages and plans for attendance at the next convention. It is also expected that the members of this committee will meet the salesmen at the regular weekly meeting, usually held in the larger offices, and in this way it is expected that in addition to the brokers themselves, many salesmen will be induced to join the club.

The members of this committee are Thomas E. Jarrell, chairman; Percy H. Russell, Robert L. McKeever, Joseph A. Herbert, William H. Saunders, J. Arthur Lewis, Clarence P. Donohoe,

SAUNDERS GIVES Y.M.C.A. LECTURE ON REAL ESTATE

Stresses Importance of Truth
and Honest Dealing to
Achieve Success.

The special course in real estate being conducted by the Y. M. C. A. has reached the point where the actual practice of real estate is being described to the class by the local realtors who have volunteered to assist in the development of this special educational work.

William H. Saunders, former president of the Washington Real Estate Board, lectured to the class on the subject of "The Management of a Real Estate Office" last Tuesday night. Mr. Saunders pointed out that truthfulness and honesty were the first essentials and necessary equipment of any real estate office that expects to succeed. He stressed on the point of polite and courteous service to clients and the public and advised the class to become familiar with the fundamental principals of real estate before embarking in individual ventures.

According to Mr. Saunders' views the manager of a real estate business should have personality, executive ability and a thorough knowledge of the business. As the success of a real estate business depends almost entirely on the executive manager, who usually is the proprietor, it is necessary for him to so arrange his organization that it will function in the most efficient manner. He also discussed the matter of correspondence. So many features of the real estate business must necessarily be handled through the mail, the lecturer said that while subordinates in a real estate organization should be permitted to handle correspondence in their particular work, the executive manager should keep in close touch with all correspondence that emanates in his office.

The next lecture will be held on Tuesday at 7:30 p. m., at which time J. F. M. Bowie, prominent in local real estate circles, will discuss "Management of Apartment Houses and Dwellings."

LEASE TAKEN ON STORE BY NEW MUSIC CENTER

It is announced that a new chain of music stores, The United Phonograph Stores, Inc., have signed a lease for one of the stores in the new City Club building being completed on the south side of G street between Thirteenth and Fourteenth streets. This concern has several stores in New York and the New England States, and is planning to open three or four other stores in Washington, as well as four or five in Baltimore.

William S. Phillips, Ben T. Webster, Theodore M. Judd and H. Clifford Bangs.

CONN. AVE. BUILDING IS SOLD FOR \$175,000



Five-story office building on the southeast corner of Connecticut avenue and I street, purchased by George S. Rees. The building is of stone and red brick construction. The consideration was approximately \$175,000. The transaction was handled by the office of William Frank Hyson.

HEINZMAN AND BAUMAN SELL 8 PROPERTIES

Dwellings and Business Places
Among Transfers Consummated During Past Week.

The following transfers of residential and business properties was reported by the office of Bauman & Heinzman during the week:

Ward and Cobb, architects and builders, purchased from Mary Mysbridge the property at 2212 Eleventh street northwest. Extensive improvements will be made including the erection of a warehouse and mill shop. Dr. C. Willard Camaller purchased from M. C. Lyddane the property at 1310 Emerson street northwest. This is a ten-room modern detached dwelling. E. H. Schuler purchased one of the new Thomas Weir homes at No. 40 Sycamore avenue, Takoma Park, Md.

This is a six-room bungalow and will be occupied by Mr. Schuler.

Blanche Hale purchased premises No. 1416 Twenty-first street northwest from Francis A. Crawford. This is a ten-room residence and will be held as an investment.

A detached semi-bungalow at 4910 Georgia avenue northwest was purchased by George M. Campbell from Augustus N. Williams.

T. A. Cantwell purchased from the Mathensen estate a corner lot fronting fifty feet on Sixteenth street and 180 feet on Gallatin street.

R. G. Marx purchased one of the new five-room bungalows recently completed by Middaugh & Shannon in their Michigan Park subdivision.

Louis T. Sokolove purchased from John R. Wise the four-family apartment at 1799 Willard street northwest. The building has two apartments on each floor, and will be held as an investment.

C. A. Martin purchased property at 2396 Nichols avenue southeast, to cost \$1,800.

The Republic of Mexico to build private garage and quarters rear 2829 Sixteenth street northwest, to cost \$14,000.

Harris Shapiro to build seven two-story brick dwellings at 1455-1477

PERMITS ISSUED FOR WEEK SHOW BUILDING ACTIVE

Five-Story Apartment House to
Cost \$225,000 Among
Larger Projects.

Today closed another active week at the office of the building inspector in the District building.

To L. Gibbon White was issued a permit to erect a five-story brick and concrete apartment house at 3532 Connecticut avenue northwest, to cost \$225,000.

Harris Shapiro got a permit to build seven two-story brick dwellings at 1455-1477 Girard street northwest, to cost \$1,700.

Robert Munro got a permit to build a four-story brick apartment house at 1715 P street northwest, to cost \$45,000.

Carnegie Real Estate Company, repairs to property at 3051 N street northwest, to cost \$1,000.

Ernest N. Reid to build two-story frame dwelling at 5205 Canal road northwest, to cost \$1,500.

Marion Duckett to build three one-story frame dwellings at 4222-4242 Fourth street northeast, to cost \$4,200.

M. B. Ware to build one-story frame dwelling at 5810 Utah avenue northwest, to cost \$8,000.

L. Gibbon White to build five-story frame dwelling at 406 Aspen street northwest, to cost \$5,000.

L. Gibbon White to build five-story brick and concrete apartment house at 3532 Connecticut avenue northwest, to cost \$275,000.

Morgan Construction Company to build one-story frame dwelling at 229 Kennedy street northwest, to cost \$6,500.

Frank L. and A. M. Dunkel to build brick garage rear 1313 Quincy street northwest, to cost \$884.

The Vestry of Rock Creek Parish to build one-story brick church at Rock Creek Cemetery, to cost \$32,000.

J. O. Bailey to build two-story frame dwelling at 3520 McKinley street northwest, to cost \$8,000.

Edith S. Conn, repairs to property at 2007 I street northwest, to cost \$2,500.

Louis Beyer, Jr., to build six two-story brick dwellings at 306-316 Deatur street northwest, to cost \$30,000.

Warren W. Biggs to build three two-story brick dwellings at 206-310 Spring road northwest, to cost \$18,000.

S. S. Dalton to build seven two-story brick dwellings at 315-317 Longfellow street northwest, to cost \$30,000.

COULDN'T SEE THE JOKE

CHICAGO, Nov. 12.—Because her husband put a mouse in her bed a woman here is suing him for divorce. Women have no sense of humor.

When driving in heavy traffic, use the lower gears. This assures the prevention of stalling the engine in a dangerous place.

Construction Started On New Building At 1715 P St.

Construction work was started this week by Robert Munro on the erection of a four-story brick apartment house at 1715 P street northwest, to occupy lots 42 and 43 in square 156. The building will contain twenty-four apartments, and will have a frontage of forty-eight feet by a depth of forty-eight feet; the foundation will be of concrete. The project will cost \$45,000. George T. Santmyers is architect.

Girard street northwest, to cost \$50,000.

H. R. Searle to erect brick garage rear 1856 Wyoming avenue northwest, to cost \$1,700.

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LYON PARK HOME SITES POPULAR WITH BUILDERS

Ruby Lee Minar Reports Substantial Sales With More
Property Available.

An exceptional number of people have taken advantage of the last few weeks before winter arrives to select their locations in the suburbs with the intention of building in the spring, according to Ruby Lee Minar, who specializes in the sale of home sites at Lyon Park, Va.

Mrs. Minar sold \$225,000 worth of land in this suburb in 1921 and has still about two hundred lots to dispose of, new property having been developed by Lyon & Fitch, the owners.

The sales reported this week were to Mark Patterson, Charles H. Patterson, Jethrel Lee Garner, Lloyd Bohannon, Harry M. Dewey, Irene M. Ford, Ralph E. Gibson, Winifred Jones, Eloise Corcoran, Carrol S. Zepp, Hugh E. Alford, Archer Willey, Lloyd O. Miller, Elmer W. Morton, Louis McLaughlin, Charles H. Dodge, Chester M. Howell, William Turner, Mervin W. Young, Harold O. Smith and John Sisson.

Arthur Orr, assistant clerk of the House Appropriations Committee, this week began the erection of a seven-room home on Spruce street, Lyon Park. Mr. Orr is building on a large lot, eighty feet front by more than two hundred feet deep. J. P. Stoner, who purchased in the spring, also started building his new home this week. Those who have completed homes recently are Francis L. Tetrault, Howard B. Whiting, Thelma Engel, Wesley R. Shelton, Thomas C. Atkinson, M. J. Eastman and Mrs. Nannie Middleton.

Residents of Lyon Park and recent purchasers there, to the number of about three hundred, were the guests Monday night of Frank Lyon and C. W. Fitch at Lyon Park Hall. At this gathering it was decided to form at a subsequent date a civic association to co-operate with the similar associations in the county and also with the Arlington County Chamber of Commerce on which the newly-formed association will have a representative.

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SANSBURY CO. TURNS OVER SIX DEALS IN WEEK

Transactions Including Both
Business and Residential Prop-
erties Totals \$70,000.

Continued activity in real estate is shown by the report of N. L. Sansbury Co., Inc., of the sale of business and residential properties during the past week, aggregating in value \$70,000. The following transfers are included in this list:

The new building on the southeast corner of Fourth and Florida avenue northwest, recently completed by J. S. Gruver, was sold to a local investor. It contains three stores with two apartments above.

Mrs. Rosa De Carre sold her home at 3522 Thirteenth street northwest to Col. William T. and Mary M. Morgan. This is a modern and up-to-date home, containing nine rooms and bath.

Premises 3423 Mt. Pleasant street was sold to Jessie Childress for Mrs. Mary O. Bishop. It is improved by a two-story detached frame building, containing nine rooms and bath; garage on rear.

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